

## « The involvement of a specialist pays off »



Michael Konrad and Niklaus Widmer from Futuro Immobilien speak at the HEV Baselland theme evening in the auditorium at the Haus der Wirtschaft in Pratteln.

29.03.2023 Daniel Schaub

**"Selling a house - how to proceed?" At the first theme evening of HEV Baselland, Michael Konrad and Niklaus Widmer of Futuro Immobilien provided valuable tips on buying and selling properties. Selling the property in the current environment can be quite attractive, they said.**

Around 150 people attended the first theme evening of HEV Baselland in 2023 in the auditorium at the Haus der Wirtschaft in Pratteln last March 14. They learned from the two real estate experts and managing directors of Futuro Immobilien AG, Michael Konrad and Niklaus Widmer, that there are often many emotions involved in the sale of one's own property, but that professional handling is very important in order to avoid any unpleasant surprises.

What are the effects of the increased key interest rates, how are the economy and the market situation developing, what is the situation regarding affordability? Michael Konrad noted that prices in the real estate sector continue to trend upward. This has to do with the fact that demand for residential property remains high, but construction activity is currently slowing down for

condominiums and single-family homes due to higher construction costs and interest rates. Konrad spoke of an "excess demand" in this context.

### **Realistic Valuation**

A sale of the property can therefore be quite attractive in the current environment. However, it starts with a clear self-analysis of the desired future living situation. Needs and the desired timeline must also be taken into account. In this way, the sale of the property can be coordinated with the implementation of the new living situation.

A professional appraisal of the property, which factually takes into account the condition, location and market environment, helps to obtain a realistic price idea for one's own property. An on-site appraisal costs between 1000 and 1500 Swiss francs, depending on the scope, but is an important basis for the subsequent sales process.

### **Three Key Areas**

Niklaus Widmer defined three key areas that are central to sales: Involving a specialist pays off in many ways. Good preparation with regard to the necessary documents is essential. And an exact evaluation of one's own financial situation and the effects of selling the property is indispensable. Professional support also helps to handle the sale, which is often associated with emotions, on a factual level and to balance the needs of seller and buyer. The two experts explained that the comprehensive provision of important documents is very important. A notarized purchase agreement is a binding public document and must also be prepared very precisely. In this process, the notary only enforces the will of the buyer and seller and does not conduct any sales negotiations. In addition to financial matters, aspects of warranty should also be precisely stated in the purchase contract. In addition to the actual price for the property and the payment modalities, other costs such as the transfer and property gains tax, notary fees, land registry fees, debt certificate adjustments and any sales commissions and ancillary costs must also be taken into account during a sale.

### **Using a network of experts**

Digital applications can offer support in the buying and selling process, but they are no substitute for personal advice and a comprehensive inspection of the property. Konrad, who has more than 40 years of experience in the real estate business, and Widmer recommend the involvement of a professional also because of the networking with other specialists and the ability to assess the market and the needs of buyers and sellers well.

Futuro Immobilien AG has been in existence since 2001 and today employs around 30 people at locations in Arlesheim, Laufen, Liestal and Basel. Michael Konrad is a board member of HEV Baselland, Niklaus Widmer is involved in HEV Arlesheim.

### **Watch Again**

You can watch the HEV theme evening again as a video:

[www.youtube.com/watch?v=r4Xlxm3KPYM](https://www.youtube.com/watch?v=r4Xlxm3KPYM)